

7 FAST WAYS TO CONNECT ON LINKEDin

**Learn how I added more than 7000
connections in 180 days**

with
illustrations



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With Masa Ilic, Social Media Strategist

Great for Social Entrepreneurs, Network Marketers, Coaches and Consultants
who want to build a fast following or client base.

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-First Edition -

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7 Fast Ways To Connect On LinkedIn

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Acknowledgements

To my dear friend Masa Ilic who without her none of this would be possible. Thank you for being such a dedicated employee and supporter. You are one in a million and I am blessed to have found you!

Thank you Geoffrey Purkis, for all your late hours putting together what I think is one of the hottest, fastest websites on the web.

Please recognize my client and friend, top CEO and executive recruiter Joe Pelayo who taught me some amazing features of LinkedIn and started the ball rolling for me. Thank you Joe. You changed my life for the better forever!

How fortunate I was to meet Ken Varga on LinkedIn who has over 6 million followers. Ken taught me how to connect and create strong relationships and the power of LinkedIn groups. Thank you Ken!

I want to thank my dear friend Kelly Bangert who taught me about whale hunting---finding leaders and slowly dripping on them!

Many thanks to my business partner and friend Jay Sargeant, who always sees possibilities and reaches to the sky for his taking. Wow! Nothing is impossible for those who believe. Thank you Jay!

Where would I be without my wife Leweva? She has always told me how smart I was (although I might have felt the contrary). I love you honey. I have been blessed to be your husband all these years!

I wish to thank my Lord and Savior Jesus Christ who provided wisdom and guidance whenever my road was foggy and cold.

FOREWORD

by Gary Massari

I saw the Internet would play a big part in Network Marketing in 2009. I simply did not know how big it was going to be. The real estate bubble popped around this time and 50% of American homes went into foreclosure due to corporate restructuring and job layoffs. It became obvious Home-Based business opportunities would be our country's next survival option. Everyone was jumping in!

The big problem, however, was the vast majority of people who entered the home-based market had never before owned a business. They lacked the marketing and sales acumen to experience success. Funny enough, even though they lacked business experience, many went on to become millionaires. Theorists believe there are more millionaires who grew out of network marketing than in the sports and movie industries combined! For an average person to succeed they had to be well connected and they usually came from background in sales in professions such as real estate, mortgages, and insurance.

More network marketers turned to social media to build their businesses as Facebook became more popular. Success stories of creating wealth started to fly. People posted their weight loss and looking and feeling younger and more attractive stories with before and after photos as social proof. Soon everyone shared every service and product imaginable. Facebook was the exceptionally big breakthrough for the average person who lacked marketing and sales skills to succeed to pay a few mounting bills to survive. Survival to riches stories became abundant!

Soon after Facebook, Twitter became popular and bestselling authors were hitting the best sellers list on Amazon, and some of these authors hit the New York Times bestseller list by tweeting to their followers.

Afterwards Instagram caught on. But the real goldmine, however, was not yet discovered by most Network Marketers and Social Entrepreneurs **LinkedIn!**

The average income for a subscriber on LinkedIn is close to \$150,000 per annum whereas Facebook subscribers are closer to \$65,000 per annum, and Twitter \$51,000. With LinkedIn, any person who has a strong desire to start a business and is willing to learn the etiquette and marketing associated with social media has the opportunity to build a wildly successful business and create wealth!

This book was written to teach social entrepreneurs how they can share in the riches of social media. 44% of the human population is on the worldwide web and the connections are endless. \$1.25 trillion dollars of sales were transacted on the web in 2014 and projections are doubling to \$2.35 trillion by 2016. Are you asking with wealth being made with the use of the net, and ecommerce more than doubling, how to get a piece of the pie? You have asked the right question! Allow me to share some of my early experiences to provide you with hope.

Early in my social media career, I was employed to recruit top candidates to an Executive Search Firm. I never spent a lot of time on the Internet and, like a lot of people at the time, I thought it was a total waste of my time. One of my clients started teaching me about Advance People Searches and I quickly learned I could find people by searching cities, professions, groups, companies and different interests, within extremely brief periods of time. This opened my eyes to the effectiveness of target marketing with the use of LinkedIn search systems. I was able to find ideal candidates for my business. All with the push of a button...WOW!

As I performed my searches and made direct calls to qualified candidates, it soon became apparent not everyone was happy where they were employed. I started to recruit very successful and proven recruiters with high incomes. The experience of robotics (algorithms) in LinkedIn

fascinated me. Once I started a search “Bots” (robotics) would bring people of like interests to my attention. I now had a new friend called “Bots” which connected me to well qualified candidates. I loved it! I kept thinking how powerful this is and how it could work in the direct sales industry and other professions who needed to build a customer base.

The more I searched for the ideal candidate the more people were checking out my profile page which was a disaster at the time. This experience quickly got my attention. I started equating these search parameters to finding network marketers. I was surprised to find millions of network marketers on LinkedIn. My profile was still a mess and people still wanted to connect with me...very surprised!

People build their connections and create relationships by the millions every day. Over 172,000 people join LinkedIn every day - every second two people join. While Facebook remains the most popular social media vehicle, LinkedIn provides a more successful candidate, for a new client or network marketing contact. LinkedIn is a much better platform to find social entrepreneurs, clients, and networkers, and is the future of the network marketing industry. Let me share some exciting experiences!

I figured out what a true gold mine LinkedIn really was! I made close to 7,000 connections and coached and trained some of the sharpest people I have ever met through its use. I became the top recruiting distributor in my MLM company and now have the fastest and largest growing business of this kind, all within only 5 months of using LinkedIn as my main source of leads.

I now have over 1,000 people previewing my profile every ninety days and I get invitations from over 50 people each day. I could not keep up with the traffic so I hired a social media strategist to help me. She could not handle all the traffic and answer all of our messages and still produced good weekly content, so we added another staff member just to handle leads. As the business grew we added a web and graphics

designer. The traffic kept growing! Soon I was booking appointments out three weeks. It was exhausting!

We had to do a better job of screening our appointments, so we created a 30minute-millionaire questionnaire form and offered a 30-minute free consultation to the select few who really wanted to learn social media marketing and were serious about creating wealth. We are now expanding further building our 30minute millionaire brand and website, writing new kindle books and creating courses under our 30minute millionaire series brand name. We are adding weekly to our already 200+ video trainings and articles. Today we have implemented a 30minute-millionaire FREE membership and club to support our following.

The same 7 searches I used as a consultant in Executive Recruiting Industry and then to build my own 30minute millionaire business from scratch are shared in this book. Step by step, me and my team will walk you through Branding, SEO, Profiling Techniques, Messaging and Connecting. The best part is we made it fun and easy! 7 Fast Searches with tons of illustrations are included so you do not have to be on the web and read at the same time. Simply read through chapter by chapter and make your notes in the margins and write out the activities we recommend.

I speak for my superstar team when I say, "I wish you super success and riches for you and your family!"

Enjoy!

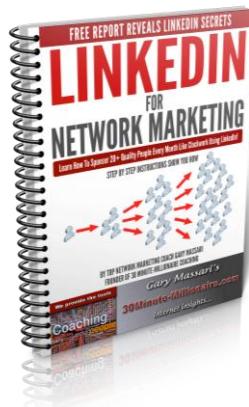
I invite you to schedule a free 30minute millionaire consultation personally with me by pasting this link in your URL <http://30minutemillionaire.com/about-gary> and clicking on the red consultation button at the bottom of the page. Another way to schedule a consultation is to click

on my yellow “Let’s Talk” contact pop up widget. Consultations are offered by Phone, Skype or Google Hangouts. (Hangouts can be recorded if you like for future reference).

Check out my website at <http://30minute-millionaire.com/garys-blog> for corresponding video courses along with PDF downloads to help you further master the techniques that helped me become a social media expert and a top recruiter in two different industries!

Another popular eBook I wrote to help you leverage your time is [LinkedIn for Network Marketers](#). My free gift to you when you become a subscriber and join the 30minutemillionaire free membership. Click here: <http://30minute-millionaire.com/free-membership>

My free gift to you when you become a 30minute millionaire member and enjoy free weekly training.



Your comments and feedback are most welcome. Please write to me at support@30minute-millionaire.com

Chapter #1 Alumni

I found over 2000 schoolmates that were in sales or were entrepreneurs with whom to start building my network!



LinkedIn is a tropical paradise for any entrepreneur! Over 172,000 people join every day. You can literally connect with thousands of people in a very short period of time. When I started to learn about LinkedIn, I was fortunate enough to be taught by a friend who owned a very exclusive executive search firm. This firm placed high-end CEO's and CFO's and was well known for the quality of people they placed.

Joe Pelayo, CEO of Joseph Michaels, taught me how to use the search features in LinkedIn to find high-end recruiters and subsequently transfer the information to an excel spreadsheet to track my calls. I located some very powerful recruiters Joe eventually hired. This allowed him to grow his company very

quickly. I learned to pinpoint a candidate in seconds before using LinkedIn's search features.

In this article I will illustrate how to use LinkedIn's search features, so you can be 'target specific'. Profiling your ideal prospects in LinkedIn will help you to find quality candidates and build your customer base or a down line for Network Marketers. Necessary steps you need to take before you start your search are outlined here... but remember, develop a solid search criteria first!



"When it comes to marketing the only thing that is important is what your customer wants," Management for Business Growth, Theodore Levitt.

Demographics (who is going to buy my products or services?)
Who is your ideal client or customer?
What is their age?

What is their sex?

What is their income level?

Geographic's: (Where are they buying)?

Where do they live? (If you are in network marketing there are hot spots for MLM cities, like Dallas, Orlando, Kansas City, and Atlanta, etc.) In chapter 3 I will show you how to find hot cities!

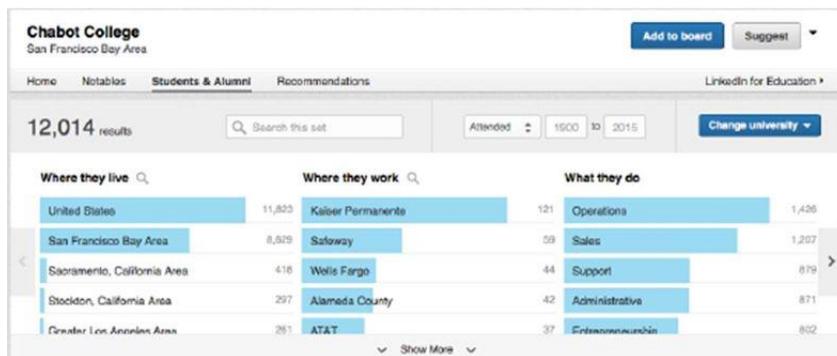
How do they live in relation to climate, soil or even vegetation?

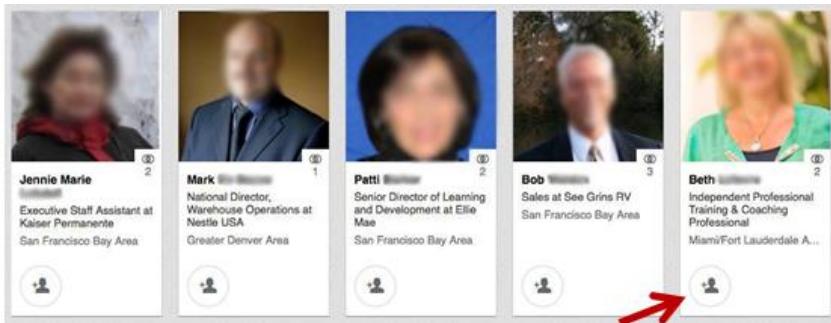
Do you know what your customers or clients really want?

The fastest way to get people to connect with you is to have you first connect with them...

First Way to Connect Is - Alumni

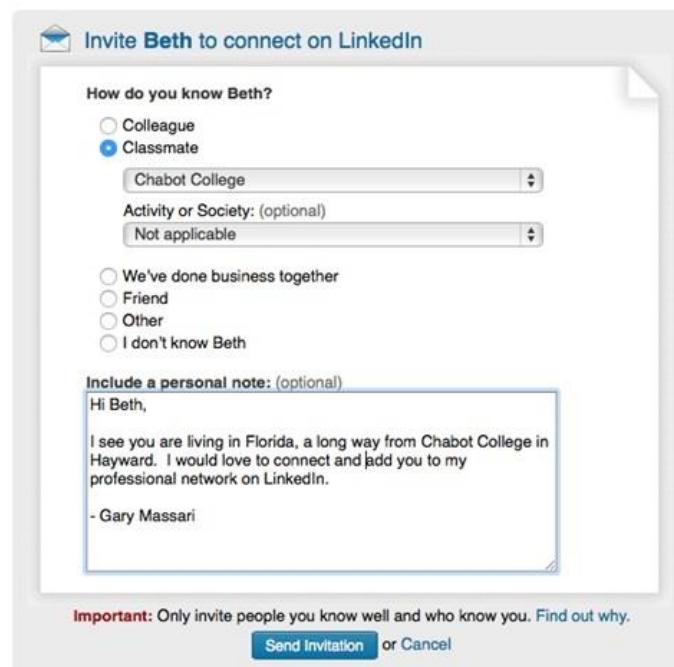
(Make sure you fill out your profile and rank All-Star)





The little person with the plus sign indicates you have not connected with them YET. The message symbol verifies you have connected.

I read Beth was a professional trainer and coach. After previewing her profile, I realized we had quite a bit in common. I sent her an invitation to connect on LinkedIn.



If you followed me you would know I am a Network Marketer and Social Media Marketing Coach, therefore Sales people and Entrepreneurs would be my target market. In this illustration, I have 1,207 people from my college who are in sales and 802 that are Entrepreneurs. This provides me 2009 warm leads. My connection would be Chabot College.

Chapter Take Aways:

1. Who is your ideal client?
2. What do they really want?
3. What is the common bond to connect with them?

Assignment: Write a description of your ideal client and state what they really want. Segment better and you will target better.

Chapter #2 Connections

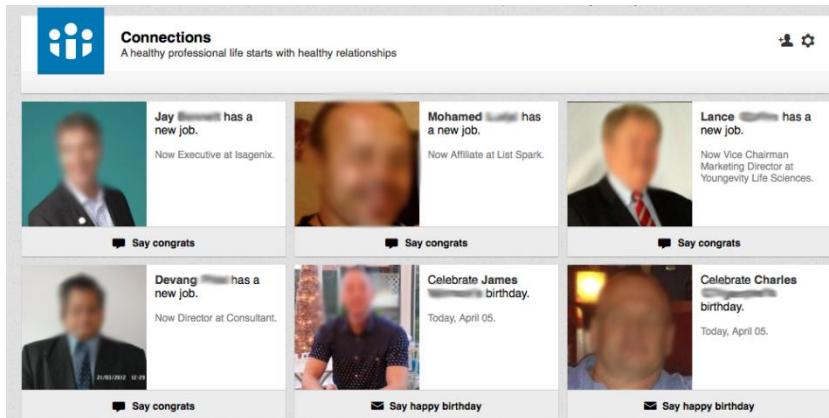
Recognition and acknowledgment is the fastest way to open the connection door!



The second fastest way to connect on LinkedIn is CONNECTIONS. LinkedIn will find and actually display people you have connected with at your first level when they have a birthday, or when they get a new job or promotion. Double click on Connections bar located on the upper left side of your LinkedIn page.

As you start making your connections and growing your network LinkedIn will automatically bring up all those who have posted a birthday or a new job and then prompt you to message them and “say congrats” or “say happy birthday”.

Think about this - when you get a birthday acknowledgment doesn't it make you feel good?



Every year my CPA sends me a birthday card. When I get it, I always open and read it. It always puts a smile on my face -makes me feel good. My CPA is not cheap! In fact he is very expensive, so why do I keep him? Because he does the job, but also because he is personal and shows it by remembering me on my special day.

It is surprising to me my online friends are a lot closer to me than my physical friends in my own hometown. I talk to my online friends constantly, whereas my personal hometown friends I talk to only on occasion. Building a community is important to any business. Customers are important! Your customers should be your best friends and you need to take an interest in their lives. Today, we are all so busy trying to make a dollar that our friends sometimes come second. On social media friends come FIRST!

I love my online friends! One of the most important aspects to community is culture. I love when companies tout out, "We are

family," and then promote their products and events using this theme. I personally bought into this lie for too long. I recall working so hard when I first got into network marketing. I was out every night doing home meetings. I became a good speaker because of all the practice I got. I was young and full of energy and I honestly loved it.

I remember hitting my first real rank in Amway and receiving a letter from Rich Devos and Jay Van Andel, the fathers of our industry. The letter was filled with gratefulness. Rich and Jay thanked me for all the hard work Leweva and I did. They shared their dream and how they started their business in their garage. They told me it wasn't easy, but they believed it was the greatest opportunity on the globe, and they were determined to see it through. I believed them and after reading their letter I started to cry thinking of all the hard work I put into this. They took the time to write me personally and it meant the world to me.

You know the sad part? I never received a phone call or a note or letter from my up line, not one of them! When we went across the stage the top leader didn't even know our names to announce us! Rich and Jay did and isn't that the way it should be?

Shouldn't you be critically important to your company, boss, and up line, so that they recognize your accomplishments and important personal days like birthdays and anniversaries? When you congratulate people and recognize them, you are taking the first step and following the example of two of the greatest entrepreneurs of all time. My wife and I are extremely proud of our plaque hanging on the wall in Ida, MI at Amway headquarters. Jay and Rich's letter made it that much more special.

Another person I have the privilege of knowing, who believed in me, and encouraged me was the highest income earner in the direct sales industry, a truly great person. She sends out achievement cards to each person in her downline. Understand how difficult this is, as she was the highest paid woman distributor in the direct sales industry then. Her downline was in the hundreds of thousands. It didn't matter; everyone got a card from her. You would see them hanging on the wall above their desks. People in my downline would show them to me. Some leaders didn't agree with her actions and philosophy, even though they were in her down line. She in my view is one of the all-time great industry leaders. If not for her, I would not be writing today, nor would I have the experience, the recognition, and success I so enjoy today. She inspired me to write two books which started my writing career. I will always be grateful to her.

If great people like Rich, and Jay, who have achieved great heights in our industry, can reach down, recognize and acknowledge people, why can't you?

True culture lives within and comes from our heart. It is not an advertising ploy. Culture brings togetherness, love, sharing, and caring. True culture puts your friend, client, customer or downline first. These simple gestures of acknowledgements can build you an online community faster than going to a hundred meetings or doing a thousand one on one's. You are only a click away from meeting some of the most fabulous people in your life.

Happy birthday James, congratulations Lance Gordon Oh, by the way, Lance is the bestselling author and one of the most successful men in network marketing hitting the highest paid distributor in three different companies. He offered me a chapter in one of his

books after we became friends a few years ago. I have always had wonderful and kind words with Lance, and as I was writing this I realized how I missed talking to him. -Time to catch up with Lance and give him a call.

Another great friend and mentor is Ken Varga who has 6 million followers. He personally took me aside and taught me a lot of what I am teaching you. Ken owned at one time an Airlines and a major ball club. I am never or too busy for my friends.

I hope these personal stories help you see how close you can get to people on the Internet - just how easy it is to build a community and culture within organizations such as LinkedIn, Forums, and Facebook groups, etc.

Like any sales funnel, it takes time to fill it, so it doesn't happen overnight. Be patient and understand the culturing part of building relationships. Another great industry leader Kelly Bangert, who broke records reaching the top of the comp. plan in two back to back companies, taught me this..."little by little you DRIP on them", as he puts it. His message was very clear, *great leaders take time*. Kelly told me, for over a year that his sponsor shared the same valuable information with him. Kelly never violates relationships and told me we would always be friends! He is right as I will do anything for him and he will always be my friend.

Another person told me years ago I only liked him because he was in my Amway business. This was not true, but made me realize the value of true friendships. Actually I was hurt by it, because I really liked this guy.

Sending a birthday or job advancement acknowledgements may seem like a non-rewarding effort, so let me share what happened to me. I started sending out 50 a day for 30 straight days just to see what kind of response I would get. I do not work weekends because that is family time, so figure around 250 acknowledgements a week. After about 1000 connections in that time frame my PREVIEWS went from 100 to 600 guests in the next 90 days. My PREVIEWS started climbing like a rocket ship. And my daily connections went from zero to about 10 a day. WOW! I was in Network Marketing Heaven!

At times, I would say to myself, why share your goldmine with the world? Good thing God brought me to humility and made me a servant. I guess I just got tired of hearing people say to me they don't know anyone and at the same time they were struggling financially! It is in my heart to help others succeed and I believe it is my gift and purpose. LinkedIn gives me the means to meet really great people and make tons of friends.

Kept in mind that only a small percentage will connect back with you, however, the ones that do are appreciative and grateful. What a great filter to find great friends. I love it! Best friends ever!

When they respond with thank you; start the engaging process by connecting with them using my Copy – Paste – Send system (will be included in my 7 Fast Ways to Connect course). The rest is history! Voilà, another great friend to help you and one who allows you to help them along life's path.

Chapter Take Aways –

The more people you connect with on a personal level and recognize and acknowledge them the bigger your network is going to grow.

Assignment - Write out a plan of action for how many people on a daily basis you will recognize and acknowledge over what period of time.

Chapter #3 Advance People Searches

When Joe Pelayo taught me this, my life changed...



When I first learned LinkedIn, I was hired as a consultant in the recruiting industry to find key candidates as potential partners to add to growth in two major cities. The founder and the owner of Joseph Michaels, one of the leading executive search firms in the country for CEO's and CFO's and he hired me! My client showed me the ropes. I had not yet realized the power and capability of LinkedIn's **Advance Search Capabilities!**

I was taught to search for high-level producers in key positions in two major cities. My employer would provide me a list of names with a PDF printout of their profile. I later found out that source was LinkedIn. This made it very easy to find a common ground and great reason for the call. I knew that most high-income earners had good commission splits, but lacked one ingredient to create wealth - EQUITY. Ownership adds to the balance sheet and builds net

worth. They worked hard, 40-60 hours a week, to create a great lifestyle; however, their net worth in most cases was not growing.

The light bulb went on when I said to myself, "How many times have I heard my downline say 'they ran out of names to call and didn't know anyone'. Or say 'I sponsored a load of people but no one is building.' So many good leaders could not create momentum because they could not find other leaders motivated enough to do what they were doing. As a result, their business was a revolving door business; meaning people were quitting faster than new people coming in.

I will never forget one of the top leaders on stage saying at a major convention, 'When you can sponsor faster than they quit you finally can start growing.' I left the convention feeling like I had to sponsor at a faster rate than those that were quitting in order to make this work. So, I did, and he was right! My business grew as long as I sponsored at a fast rate. Soon however, I burned out, and it finally caught up with me. My business started going backwards. There had to be another answer to stop what I called the Revolving Door Business. And there was!

LinkedIn allowed me to find **Key People**, motivated leaders, who wanted a better lifestyle for their families or a change from their present company, leaders who enjoyed finer things in life, nicer homes, cars, and vacations; people who value their time. LinkedIn has millions of these types of people. The average income on LinkedIn is \$150,000 a year.

From this experience I learned how to find quality people both in the recruiting industry and in the direct sales industry.

And here is how it works:

LinkedIn Search Tools Are A Goldmine!

You can profile your target market by setting keywords specific to your ideal prospect and geographical location. LinkedIn can actually search most major cities in 200 countries. As an example, you want to grow your business in Canada and your target market is entrepreneurs, what you don't know is what city has the most entrepreneurs. Let's find out!

You want to build your business in Canada and you are looking for Entrepreneurs who are interested in residual income. So, in what cities do I find them?

Five Easy Steps Away From Gold

1. Click on Advance Search
2. Type In your keywords for the ideal client you are searching for
3. Double click on the location to open up countries and type in the country, in this case Canada
4. Check the box for what level of connections you want under Relationship
5. Now at the bottom Left hand side click SEARCH – VOILA!



----Next Page----

Over 24,673 Entrepreneurs on LinkedIn in Canada!



Search 24,673 results for Entrepreneur

Advanced >

All People

Keywords Entrepreneur

First Name

Last Name

Title

Company

School

Location

2nd Connections x

Group Members x

3rd + Everyone Else x

Save search

Some search results have been filtered to improve relevance.
Show all results

John [Profile Picture] 1st
Regional Sales Executive & Entrepreneur
Edmonton, Canada Area • Marketing and Advertising
+ 3 shared connections • Similar • 14,500+ Message

John [Profile Picture] 1st
Call me 905.242.1440, let's make social networking more social!
Ontario, Canada • Marketing and Advertising
+ 159 shared connections • Similar • 14,500+ Message

Karen [Profile Picture] 1st
Marketing Expert
Calgary, Canada Area • Marketing and Advertising
+ 2 shared connections • Similar • 14,500+ Message

Charlie [Profile Picture] 1st
Copywriter | Editor | Medical Transcriptionist | Volunteer Coordinator
Toronto, Canada Area • Marketing and Advertising
+ 4 shared connections • Similar • 14,500+ Message

LinkedIn actually provides Demographics and Geographic's for you in your search criteria...

Looks like Toronto, Montreal, and Vancouver is where you should start. You can add other cities if you like and LinkedIn will show you the results.

Location

All

Canada (24673)

Toronto, Canada Area (5857)

Montreal, Canada Area (4169)

Vancouver, Canada ... (2327)

Quebec, Canada (1676)

+ Add

Here is a Gold Nugget – Find your leaders by doing a broad search and then focus on their area to build a large team. In other words, you will do better by focusing and concentrating on fewer areas, then searching and recruiting from all over the map. Highly recommend you start in your hometown!

Here is another Gold Nugget: By reading MLM Watchdog you will discover what MLMs are having problems. This usually means good leaders are looking for a home. Current Company Data allows you to be very target specific. If you are posting articles, or building landing pages, you can add problem companies to your keyword searches`.

Current Company

- All
- World Financial Group ... (70)
- Entrepreneur Media (57)
- USANA Health Sciences (56)
- ACN (50)
- TD (42)

+ Add

If you are in Health, Wellness, and Fitness, as an example, you can sharpen your search further.

Relationships are very important, so you might want to connect with those you already have level one connection with. These are much easier and faster connections.

There are a lot more search parameters in LinkedIn. There are too many to share them all in here.



The screenshot shows a dropdown menu titled 'Relationship' with the following options:

- All
- 1st Connections (27)
- 2nd Connections (2300)
- Group Members (699)
- 3rd + Everyone Else (21975)

Four ways you can learn more about LinkedIn Search capabilities:

1. Read my blog post articles at <http://30minute-millionaire.com>
2. Become a 30minute-millionaire member by subscribing
3. Check to see if I have any coaching spots open (I only take on 10 people at a time)
4. Request a free 30minute millionaire coaching session

Chapter Take Aways:

1. Target leaders to stop your revolving door business.
2. Focus on a few areas to start – I recommend your hometown in the beginning.
3. Monitor MLM Watchdog for troubled companies.

Assignment: Practice using advance people searches targeting your hometown. Connect with 30 people every day and check to see who has previewed your profile and reach out to them!

Chapter #4 Profile Views

30% of the people when you visit their profile page will view your profile page...



There are several ways to build up your profile views and have people actually want to connect with YOU!

To help you connect with your ideal prospect I have a free bonus course on, 'How To Build A Compelling LinkedIn Profile. Your name, header and profile are important to attract people to you'.

Your keyword real estate is very important to attracting people. In your name you are allowed to place 100 letters, in your headline 120 letters, and in your summary 2,000 letters.

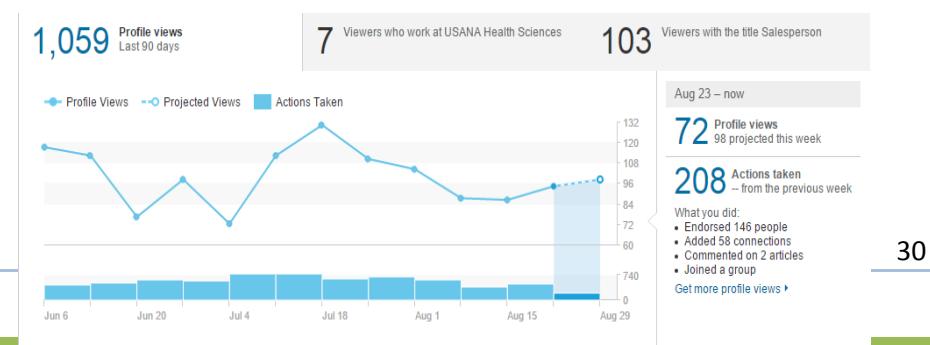
What you say in your profile will make the difference of people just viewing your profile or a lot of people viewing your profile! And the bigger benefit – they will invite you to connect with them!

Set a goal to be in the top 10. LinkedIn actually measures activities and ranks you to help you be more effective in your connections. See illustration on next page...



Here is an example of my profile views. Read across the top where it says 1059 profile views in the last 90 days. Notice the viewers who found me from people I may know. 7 viewers were from a networking company, and 103 of them had the word salesperson in their title.

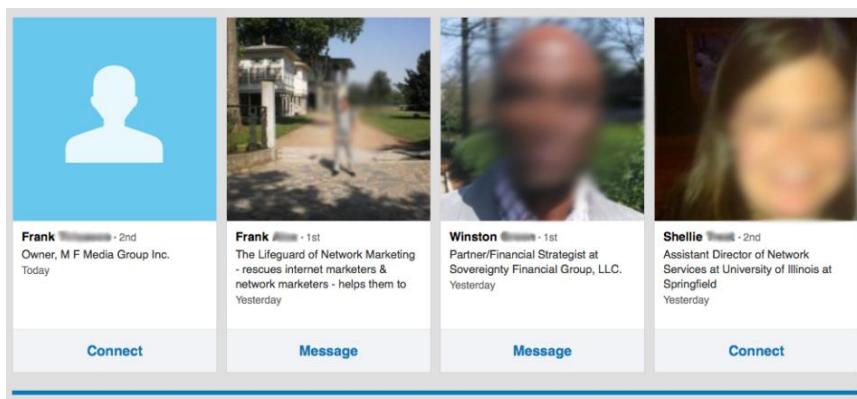
As an example in my title I have Network Marketing Coach, which attracted a lot of network marketers looking for mentorship and coaching.



LinkedIn actually analyzes the data for your view, so you decide whom you want to connect with. In this last week I had 72 profile views, with 98 projected in this week. I want to know more about the people who want to connect with me, so here is how LinkedIn provides that answer:

When you click on the dots for any given week LinkedIn gives you a summary of who has viewed your profile. I had great conversations with Frank and Winston and really made a great connection. Both were delightful and felt the better for meeting them. Just click on their names and LinkedIn will take you to their profiles.

Here is an example of clicking on the week in the above illustration and the profiles that will appear!



Let's review their profiles....



Frank [REDACTED]
1st

The Lifeguard of Network Marketing - rescues internet marketers & network marketers - helps them to build their business

Other | Marketing and Advertising

Education University of Hard Knocks

Send a message 500+ connections

Last Conversation 2 days ago

By clicking on their profiles I immediately know their profession, their number of connections to see if they are Internet savvy, what skills they have. I can determine in a flash whether these are good connections for me. I do not have to waste hours of time connecting with the wrong people as most network marketers unfortunately do. That is why the profile is so important, it connects you with your target audience and you become target specific.

Does Winston have these skills or expertise?

Small Business x Real Estate x Sales x Entrepreneurship x
Contract Negotiation x Type another area of expertise...

Endorse Skip What is this?



Winston [REDACTED]
1st

Partner/Financial Strategist at Sovereignty Financial Group, LLC.
Greater Atlanta Area | Financial Services

Previous Princeton Acquisitions and Holdings, Sterling Investment Corp
Education Oakwood University

Send a message 500+ connections

Last Conversation 3 days ago

32

Here is an example of the actions that were taken to create this activity.

159 Actions taken
– from the previous week

What you did:

- Added 97 connections
- Endorsed 30 people
- Shared 17 updates
- Posted 14 group topics

[Get more profile views ▶](#)

Notice 159 actions were taken. These actions cause the bell to ring - meaning: profile reviews. These stats were taken from 4 weeks prior to illustrate how fast your connections grow when you are consistent with your connections

Start connecting with people you have a common interest with. LinkedIn provides you second level connections and this is a safe and fast way to build your network. They actually will pop up on your screen as you are connecting.

I know what you are thinking, 'Where does he get all the time it takes to make all these connections?' I have a secret - takes me less than 30 minutes a day! You can find out and see for yourself in my mini eBook called LinkedIn for Network Marketers. Another FREE

GIFT from me when you become a 30minute millionaire member and subscribe on my blog site at <http://30minute-millionaire.com>

Chapter Take Aways:

1. Your profile views are your control center to see how you are doing.
2. Your profile header is your beacon light to attract your ideal prospect.

Assignments:

3. Monitor your actions week to week to see your improvements or lack thereof.
4. Make sure you message everyone who visits your profile.
5. Review your profile header to make sure your beacon light is shining for the right people to see you.

----Use this space to write your notes----

Chapter #5 Groups

We post our weekly articles to over 220,000 people because of groups; learn the secret to growing your connections...



I was very fortunate to have met on LinkedIn a very prominent businessman who built 35 companies and retired wealthy. Today Ken Varga spends time with his grandkids and mentoring very special people who he calls his prized students. I was so honored to be one of those prize students. Ken has over 6 million followers and taught me how he accomplished this mainly on LinkedIn and through groups!

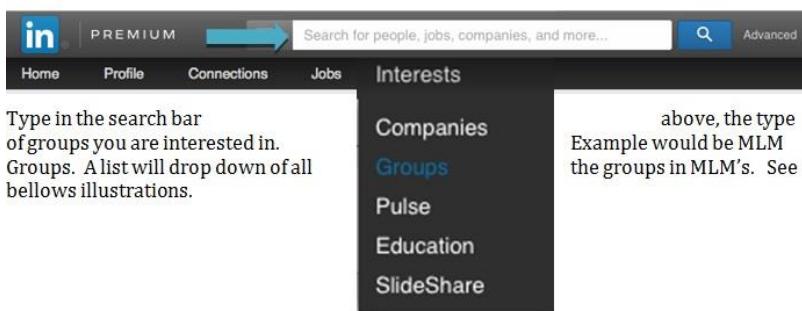
LinkedIn allows you to join up to 50 groups and even start 10 of your own groups. I personally belong to 39 groups where I actively post every week. In fact, this may surprise you to know that I post

to over 220,000 people every week. Most of those people are in groups.

To be effective with groups, two things must happen: One, you have to identify your area of expertise, and two, you have to identify your niche market. Your ideal prospect and person of affinity must have a common interest with you. They are looking forward to reading your articles and know that they will learn something of value to help them in their business.

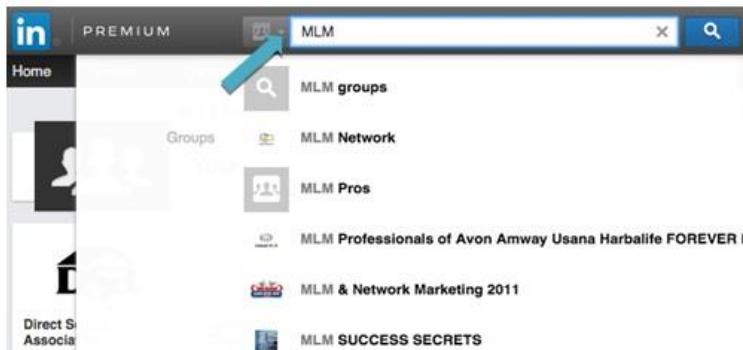
Do not advertise your products or services and send out unwanted links, or you will be banned instantly. The proper protocol is engaging and sharing. You start by making positive and appreciative comments about others in the group. By recognizing them, they will recognize you. By sharing value added content from others or yourself, you will become a resource and welcomed member of any group you chose to join. Let's start joining...

Click on interests and then click on groups.



Type in the search bar above, the type of groups you are interested in. Example would be MLM Groups. A list will drop down of all the groups in MLM's. See below illustrations.

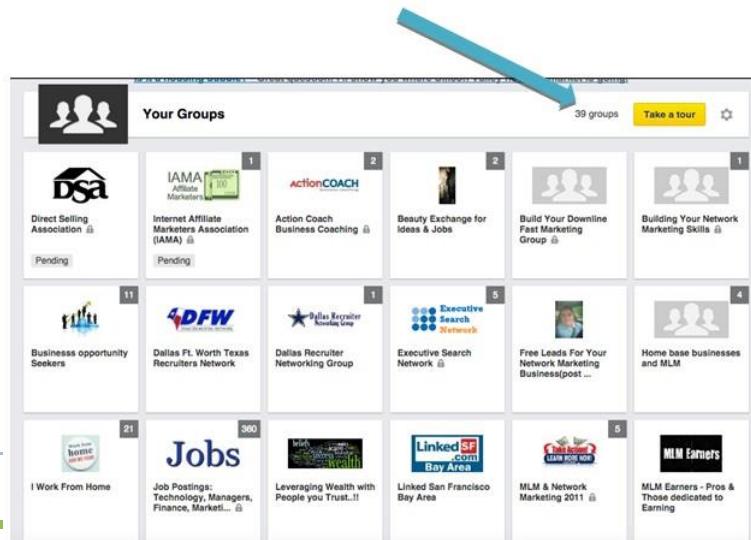
Click on drop down arrow and then type in the name of the groups you are looking for. The search engines in LinkedIn are amazing! Choose your group!



A screenshot of the LinkedIn search interface. The search bar at the top contains the text 'MLM'. Below the search bar, a dropdown menu is open, showing the suggestion 'MLM groups'. The main search results list includes 'MLM Network', 'MLM Pros', 'MLM Professionals of Avon Amway Usana Harbalife FOREVER N', 'MLM & Network Marketing 2011', and 'MLM SUCCESS SECRETS'. The LinkedIn sidebar on the left shows 'PREMIUM' status, 'Home', 'Groups', and 'Direct Sales Associations'.

As you can see below I belong to 39 groups. When you first start out in groups be sure to take the tour. LinkedIn is so wonderful about education.

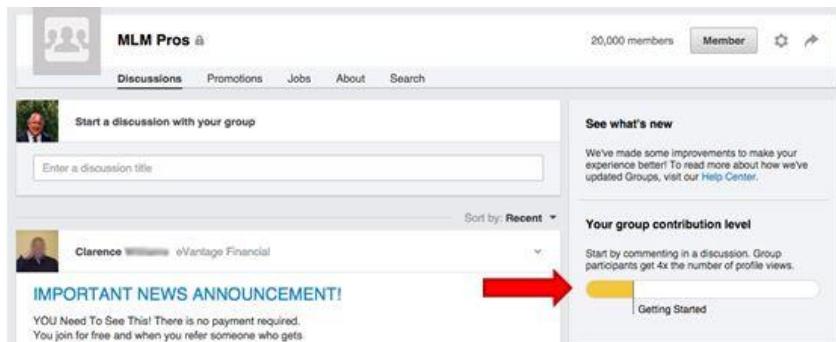
39 Groups



A screenshot of the LinkedIn 'Your Groups' page. At the top, it says 'Your Groups' and shows '39 groups'. A yellow button labeled 'Take a tour' is visible. Below this, a grid of 39 group cards is displayed. The groups include: Direct Selling Association (Pending), Internet Affiliate Marketers (1), Action Coach Business Coaching (2), Beauty Exchange for Ideas & Jobs (2), Build Your Downline Fast Marketing Group (Pending), Building Your Network Marketing Skills (1), Business opportunity Seekers (11), Dallas Ft. Worth Texas Recruiters Network (1), Dallas Recruiter Networking Group (1), Executive Search Network (5), Free Leads For Your Network Marketing Business (post ...), Home base businesses and MLM (4), I Work From Home (21), Job Postings: Technology, Managers, Finance, Marketing... (300), Leveraging Wealth with People you Trust... (1), Linked San Francisco Bay Area (1), MLM & Network Marketing 2011 (6), MLM Earners - Pros & Those dedicated to Earning (1).

MLM Pros has 20,000 members! In one post you can reach 20,000 members! How many groups do you need to reach? 200,000 people? How many?

Now, reaching all those people may sound exciting and fun, but do you know what is more effective? Being a Top Contributor to the group!



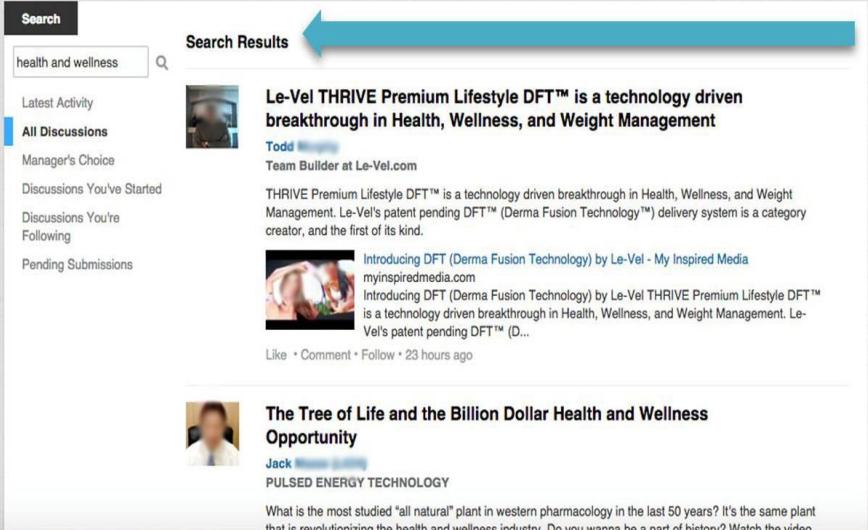
The screenshot shows the MLM Pros LinkedIn group page. At the top, it displays '20,000 members' and 'Member'. Below the header, there are tabs for 'Discussions', 'Promotions', 'Jobs', 'About', and 'Search'. The main content area features a 'Start a discussion with your group' section with a text input field. Below that is a post by Clarence from eVantage Financial. A red arrow points to the 'Getting Started' button in the 'Your group contribution level' section, which includes a note about participants getting 4x the number of profile views.

LinkedIn actually helps you become a top contributor and measures your effectiveness. They even have a help center to help you. Group participants get how many more profile views? By now I am hopeful you are seeing how important your profile is.

I actually had a top income earner and industry leader ask me, 'what is important about Profile Views'. One of my clients, and industry leader asked me 'what do I do with them?' Even when you are at the top you can always learn...more and more top earners will be learning social media marketing!

Your profile views are like untapped treasures. They are like Bearing Sea Gold! They are a full pot of crabs from the Deadliest

Catch (a very popular TV show on the history channel). They are the warmest leads you can ever imagine. They are the lifeblood of your connections to build client relations.



The screenshot shows a LinkedIn search results page. At the top, there is a search bar with the text "Search" and a magnifying glass icon. Below the search bar, the text "Search Results" is displayed next to a blue arrow pointing left. The search term "health and wellness" is entered in the search bar. On the left side, there is a sidebar with the following options: "Latest Activity", "All Discussions" (which is highlighted in blue), "Manager's Choice", "Discussions You've Started", "Discussions You're Following", and "Pending Submissions". The main content area shows two discussion posts. The first post is titled "Le-Vel THRIVE Premium Lifestyle DFT™ is a technology driven breakthrough in Health, Wellness, and Weight Management" by Todd [REDACTED] (Team Builder at Le-Vel.com). It includes a small thumbnail image of a hand holding a product. The post text states: "THRIVE Premium Lifestyle DFT™ is a technology driven breakthrough in Health, Wellness, and Weight Management. Le-Vel's patent pending DFT™ (Derma Fusion Technology™) delivery system is a category creator, and the first of its kind." Below the post, there is a link to "Introducing DFT (Derma Fusion Technology) by Le-Vel - My Inspired Media" and another link to "Introducing DFT (Derma Fusion Technology) by Le-Vel THRIVE Premium Lifestyle DFT™ is a technology driven breakthrough in Health, Wellness, and Weight Management. Le-Vel's patent pending DFT™ (D...)" with a "Like" and "Comment" button. The second post is titled "The Tree of Life and the Billion Dollar Health and Wellness Opportunity" by Jack [REDACTED] (PULSED ENERGY TECHNOLOGY). It includes a small thumbnail image of a person. The post text states: "What is the most studied "all natural" plant in western pharmacology in the last 50 years? It's the same plant that is revolutionizing the health and wellness industry. Do you wanna be a part of history? Watch the video." Below the post, there is a "Like" and "Comment" button.

You can actually start connecting with people of like interests. Example: you want to connect with MLM people in Health and Wellness, simply type in "Health and Wellness" in the search bar.

Click on members and a drop down of the members is displayed so you can easily click on their name and go to their profile.

	Gary Massari 	Top Network Marketing Coach solves problem of sponsoring 20 QUALITY PEOPLE every month using LinkedIn - 925-451-1619, San Francisco Bay Area See activity
	Randy 	Vice President Business Development at Netvious Networks, San Francisco Bay Area Unfollow · Send message
	Julie 	Entrepreneur ♦ Health & Weight Loss Coach ♦ Prosperity Coach ♦ Isagenix Independent Associate, Tampa/St. Petersburg, Florida Area Unfollow · Send message
	Christian 	Internet Marketer, MLMer, Real Estate Investor, Greater Boston Area Unfollow · Send message
	Bill 	B.A.N.K Certified Personality Sales Trainer - Executive Recruiter, Greater Seattle Area Unfollow · Send message
	Brian 	Experienced Traditional and Online Marketing / Project Manager, Provo, Utah Area Unfollow · Send message
	Kevin 	Creating an Exciting New Future, Dallas/Fort Worth Area Unfollow · Send message

You can connect with second level people as well. These are people connected to your 1st level. What is so neat about this is that you are leveraging your connections. When someone you have connected with is in an MLM LinkedIn will bring to your attention as people you may know. In groups, you can connect to as many people at 2nd level as you wish. The world is your oyster.

This is at the 2nd level, which is page 25 in this group. When you use my Copy-Paste-Send message system you can easily connect on a common basis to thousands of people, and fill your calendar with meaningful conversations spending less than 30 minutes a day!

Members (20,000)

Search

	Ronen 2nd Owner, RT Developments, Melbourne Area, Australia Follow Ronen · Send message · Connect
	Kriss 2nd Account Executive at En Pointe Technologies, Dallas/Fort Worth Area Follow Kriss · Send message · Connect
	Rex 2nd Chief Evangelist at YellowSchmello LLC, Greater Denver Area Follow Rex · Send message · Connect
	Rich 2nd Jewelry, Fishing, Reading, Pennsylvania Area Follow Rich · Send message · Connect
	Yossi 2nd TrainVision CEO & Author, Israel Follow Yossi · Send message · Connect
	Charles 2nd CEO + Marketing Director at Plan B Network, Greater Nashville Area Follow Charles · Send message · Connect

Another way to engage with people in groups is when they first join. You send them a Group Invitation message:

'Hi _____, as a fellow member, I wanted to welcome you to our group and thank you for joining. It is a great group with a great

membership. I wanted to encourage you to get connected by engaging in current conversations so others get to know you. If there is anything I can do for you, please let me know? Gary Massari '

Another way to connect is to send them valuable information about their area of interest:

'Hi _____ I came across a book, article, webinar I thought you might be interested in. What got my attention and helped me was...paste something from the book or article.

Let me know if you come across something I would be interested in, such as_____.

Gary Massari'

Chapter Take Aways:

1. Become a top contributor in the groups you join.
2. Start making positive and appreciative comments to discussions.
3. Private message those who contribute value to you and your business. Thank them!

Assignment:

Join 3 new groups this week and engage in group discussion with the intent of being a top contributor.

Chapter #6 Messages

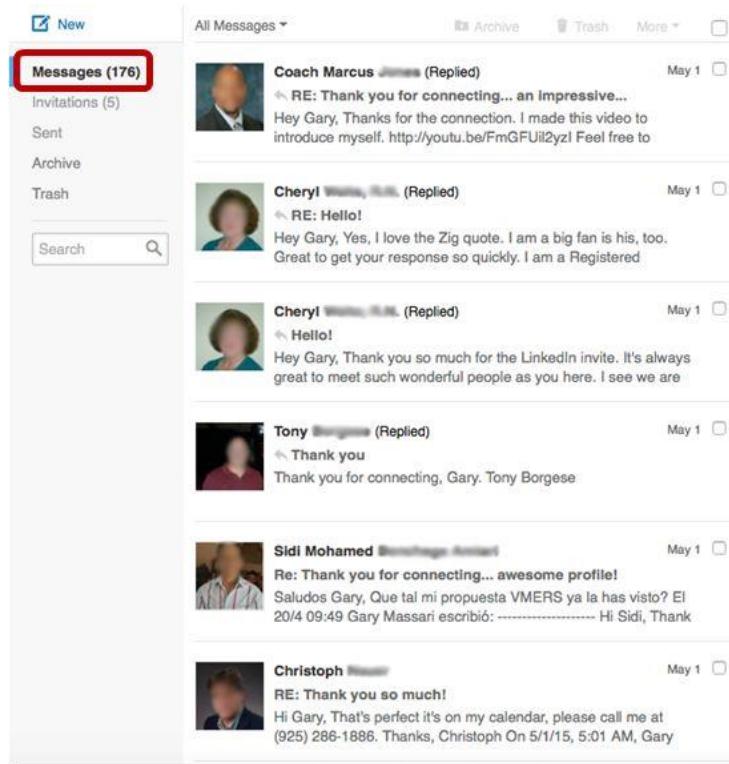
Personally respond to all your messages and watch your business grow...



Once you start connecting with your followers, and also new connections you will find people who will want to connect with you. Also, LinkedIn BOTS (robotics) will start bringing you “People You Should Know” so you can connect with them.

This process will start increasing your connections faster than anything I know today, on LinkedIn or any other social media platform, including Facebook. You first must start connecting with people and sending them invitations to connect. I created two very popular courses on Connections and Messages offered as Free bonuses to my 7 Fast Ways To Connect On LinkedIn course.

Let's start with an illustration first... As you can see I have 176 messages to respond to, with 5 invitations.



The screenshot shows a LinkedIn inbox interface. At the top, there are buttons for 'New', 'All Messages', 'Archive', 'Trash', and 'More'. A red box highlights the 'Messages (176)' button. Below this, a list of messages is shown:

- Coach Marcus** (Replied) RE: Thank you for connecting... an impressive... Hey Gary, Thanks for the connection. I made this video to introduce myself. <http://youtu.be/FmGFUiI2yzI> Feel free to
- Cheryl** (Replied) RE: Hello! Hey Gary, Yes, I love the Zig quote. I am a big fan of his, too. Great to get your response so quickly. I am a Registered
- Cheryl** (Replied) Hello! Hey Gary, Thank you so much for the LinkedIn invite. It's always great to meet such wonderful people as you here. I see we are
- Tony** (Replied) Thank you Thank you for connecting, Gary. Tony Borgese
- Sidi Mohamed** (Replied) Re: Thank you for connecting... awesome profile! Saludos Gary, Que tal mi propuesta VMERS ya la has visto? El 20/4 09:49 Gary Massari escribió: ----- Hi Sidi, Thank
- Christoph** (Replied) RE: Thank you so much! Hi Gary, That's perfect it's on my calendar, please call me at (925) 286-1886. Thanks, Christoph On 5/1/15, 5:01 AM, Gary

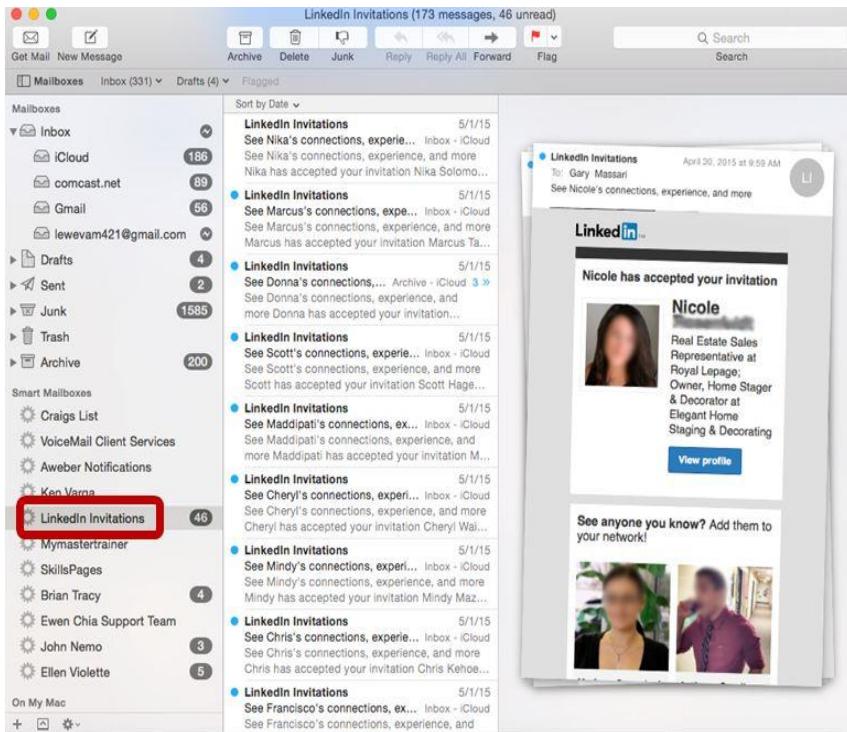
A little tip here; do not try to sell your opportunity! You will lose them if you do. Instead, connect with the attitude of, 'How Can I Help You Move Your Business Forward.'

The beauty of that mindset is, you will experience a reciprocation and create a referral network like none other.

LinkedIn actually emails your responses to messages as well. I have found that my email messages are not always lined up with

the messages on my LinkedIn page. So, I check both places before I respond to make sure I do not miss any.

As you can see these are the messages I receive daily in my inbox. Notice, I had to create a smartbox or a folder to capture and organize them. May I suggest you to do the same? otherwise you will be out of control with all the messages and new connections.



LinkedIn Invitations (173 messages, 46 unread)

Get Mail New Message Archive Delete Junk Reply Reply All Forward Flag

Mailboxes Inbox (331) Drafts (4) Flagged

Sort by Date

LinkedIn Invitations 5/1/15
See Nika's connections, experie... Inbox - iCloud
See Nika's connections, experience, and more
Nika has accepted your invitation Nika Solomo...

LinkedIn Invitations 5/1/15
See Marcus's connections, experie... Inbox - iCloud
See Marcus's connections, experience, and more
Marcus has accepted your invitation Marcus Ta...

LinkedIn Invitations 5/1/15
See Donna's connections, ... Archive - iCloud 3 »
See Donna's connections, experience, and more
Donna has accepted your invitation...

LinkedIn Invitations 5/1/15
See Scott's connections, experie... Inbox - iCloud
See Scott's connections, experience, and more
Scott has accepted your invitation Scott Hage...

LinkedIn Invitations 5/1/15
See Maddipati's connections, ex... Inbox - iCloud
See Maddipati's connections, experience, and more
Maddipati has accepted your invitation M...

LinkedIn Invitations 5/1/15
See Cheryl's connections, experie... Inbox - iCloud
See Cheryl's connections, experience, and more
Cheryl has accepted your invitation Cheryl Wal...

LinkedIn Invitations 5/1/15
See Mindy's connections, experie... Inbox - iCloud
See Mindy's connections, experience, and more
Mindy has accepted your invitation Mindy Maz...

LinkedIn Invitations 5/1/15
See Chris's connections, experie... Inbox - iCloud
See Chris's connections, experience, and more
Chris has accepted your invitation Chris Kehoe...

LinkedIn Invitations 5/1/15
See Francisco's connections, ex... Inbox - iCloud
See Francisco's connections, experience, and

LinkedIn Invitations April 30, 2015 at 9:59 AM
To: Gary Massari
See Nicole's connections, experience, and more

Nicole has accepted your invitation
Nicole
Real Estate Sales Representative at Royal Lepage, Owner, Home Stager & Decorator at Elegant Home Staging & Decorating
View profile

See anyone you know? Add them to your network!

Photo of a woman and a man.

When I first started, I realized I had to hire a personal assistant to respond to all the messages. I forward new messages to her every day, as well as all of the invitations to connect:

Subject: Connections

From: Gary Massari - gmassari@me.com

Message Size: 2 MB

Signature: None

See Mindy's connectio...and more
0.0 KB

See Maddipati's connectio...and more
0.0 KB

See Dave's connectio...and more
0.0 KB

See Scott's connectio...and more
0.0 KB

See Alicia's connectio...and more
0.0 KB

See Cheryl's connectio...and more
0.0 KB

See Randy's connectio...and more
0.0 KB

See Francisco's connectio...and more
0.0 KB

See Donna's connectio...and more
79 KB

See Donna's connectio...and more
79 KB

See Joanne's connectio...and more
0.0 KB

See Jean's connectio...and more
0.0 KB

See Chris's connectio...and more
0.0 KB

See Michael's connectio...and more
0.0 KB

See Nika's connectio...and more
0.0 KB

See Valentino's connectio...and more
0.0 KB

See Joanne's connectio...and more
0.0 KB

See Tracey's connectio...and more
0.0 KB

I wanted to share one of my story messages and show you the response I got:

Hi David,

And here is a little about me...

For fun: I enjoy spending time with my wife of 30 years. We enjoy dining out, wine, sailing, traveling, gardening and cooking together. We have a parrot that says good morning for peanuts and my wife makes friends with the birds, a wild rabbit, and squirrels, that she feeds every morning. I married a true saint! My hobbies are yachting, and yacht racing. I even go out singing with friends occasionally.

I work with the homeless, and street children who need education, love and support!

For work: I am an Author, Coach and Speaker. I do consulting work for high-income earners in the direct sales industry. My books and articles are all centered on building large sales organizations for network marketers with emphasis on social media. You can read some of my articles on my blog site: <http://30minute-millionaire.com> my most popular article is..." HOW TO BUILD A LINKEDIN PROFILE THAT COMPELS LIKE A MAGNET."

I founded a new company called Global Networkers Association to teach network marketers how to sponsor quality people in the global market by using LinkedIn. People starting out working from home to build a home based business encounter resistance to the old traditional methods of network marketing. They are literally afraid to call their friends and family in fear of violating those important relationships. People who are using my methods love the fact that they can find success with social media marketing without upsetting those important existing relationships!

Click to reply

Here is David's replay:

Hi Gary,

Thanks for your great email and telling me more about yourself.

I apologize for such a delayed response.

I am working many hours at my full time regular job right now, and don't spend much time online these days .

I am definitely going to look at all the links and info to help build businesses. I'm extremely interested in the social media aspect to help build my own business.

My dreams/goals. I want to build a good organization in network marketing so that I can quit/leave this job and have more time freedom and more money to be able to do more things that I like to do.

Once I build my organization like I want it instead of buying a fancy house or super fancy cars, I'd like to buy a small farm that I can grow organic foods and share them with the local homeless shelters and sell them at local farmers markets.

I really like helping people in whatever way I can, I don't want to be one of those people in MLM that doesn't help/train their downline to make their own dreams come true. I'd like to get myself set up and going and then help those under me in whatever company I'm with to build their own business.

Click to reply

Did you notice that the start of my message was about my personal life, I then wrote about my passion, and finally about what I do? Not once did I seek to show him my opportunity! Instead, I

pointed him to valuable information that can help him, which was my blog site.

My 30minute millionaire members get this lesson on social media marketing with an embedded video to watch each week. I love the stories and testimonies I receive from people who are following and growing in their businesses.

In summary, you will grow your network and following by engaging in messages that help people move their businesses forward. By providing valuable information to them, they will be appreciative and they will engage with you. Not all of your information has to come from you.

If you know of a good book, article, webinar or seminar, then send it to them with a message like this...

'Hi _____

I came across a really cool article that helped me and I instantly thought it might help you as well. My big take away was... (Inserting some sentences from the article).

Let me know your thoughts and insights. If you know of anyone this would help, by all means, pass it on.

Gary'

'Hi_____

As a fellow group member I came across a webinar that looks interesting and very valuable. I am going to watch it and thought it might be of interest to you too. Here is the link...

(Also, insert a short description of the course and the topic title).

Let me know if you like it?

Gary'

Chapter Take Aways:

1. Develop the, "How can I help you move your business forward attitude."
2. Create a smart folder in your mailbox to organize your messages.
3. Share relative information to help your connections in their business.

Assignment:

Personally message 10 new people every day for 90 days and write me and share your success story, I promise I will publish it in one of my 30minute-millionaire series books.

Post your success stories on Facebook to gain social proof and exposure to attract more people to you and what you are doing!

Chapter#7 People Also Viewed

Your profile is a magnet when you fully complete it with the correct keywords...



LinkedIn is the most amazing Business-to-Business professional networking system I have personally experienced.

The Robotics is designed to attract people you want. It makes it easy to find people you search for, especially targeted people. Let's say you are looking for health, wellness, and fitness people with whom to connect. You want to find leaders and health coaches for your business and you want to create a referral network in the process.

There are two ways to initiate the search Robotics in LinkedIn. The first way is to connect through your own Level one connection.

As an example let's say you are looking for Health and Wellness Types. The second way is to do an Advance People Search for them.

Here is the first method...Level one connection:

Does Alice have these skills or expertise?

Public Speaking x Training x Clinical Research x Psychology x
Neuroscience x Type another area of expertise...

Endorse Skip What is this?



Alice [REDACTED] 1st

Health & Wellness Coach B.A., M.A., M.Sc.
San Francisco Bay Area | Health, Wellness and Fitness

Current: JumpstartMD, Alice Health
Previous: Preventive Medicine Research Institute, Health Education for Living with Pain (HELP), UCSF Medical Center
Education: Trinity College, Dublin

Send a message 283 connections

Last Conversation 2 days ago

Alice is a Health and Wellness Coach in the San Francisco Bay Area. We are a level one connection.

Because I clicked on her profile, this is what LinkedIn Robotics can do for you:

People Also Viewed



Jennifer 
Lead Health Coach



Holly 
Weight Loss Expert, Wellness Coach,
Health Educator



Gina 
Scientist who coaches people and
streamlines lab operations &
processes



Amy 
Founder at Embrace Health & Nutrition



Nikki 
Health Coach



Valerie 
Work From Home Mom

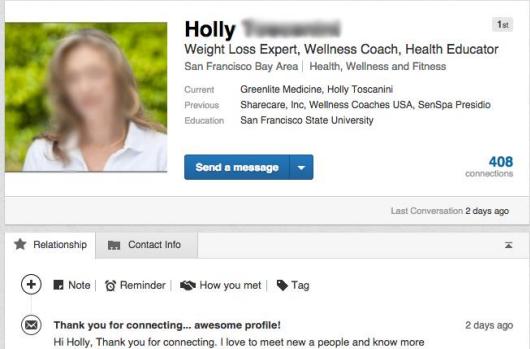


Jamie 
Certified Health Coach

'Look how wonderful LinkedIn Robotics finds other Health and Wellness type of people for you. This is truly amazing! Talk about a little help from my friends (Mr. Robots).'

I can click on any of the health coaches LinkedIn brought to my attention, and as I do, Robotics brings up more people.

I clicked on Holly and LinkedIn brought up more people for me to connect with called, "People Also Viewed".



The image shows a LinkedIn profile for Holly, a Weight Loss Expert, Wellness Coach, and Health Educator based in the San Francisco Bay Area. Holly has 408 connections. The profile includes sections for Current (Greennite Medicine, Holly Toscanini), Previous (Sharecare, Inc, Wellness Coaches USA, SenSpa Presidio), and Education (San Francisco State University). A 'Send a message' button is visible. Below the profile, there are tabs for Relationship and Contact Info. A message from the user is shown: 'Hi Holly, Thank you for connecting. I love to meet new a people and know more' posted 2 days ago. To the right, a sidebar titled 'People Also Viewed' lists profiles for Irene (Lifestyle Wellness Coach), Heidi (CEO - Synergy, Executive Director US Operations - 360 Health & Performance), Molly (Founder, Instructor at Bay Area MELT Method), Toni (Wellness Program Manager at Alameda Health System and Wellbeing Blogger at www.cultivatedwellbeing.com), and Heynia (Health Educator at Greennite Medicine). A '+ Follow' button is located at the top of the sidebar.

Let's follow Melisa. Melisa is my level three connection, which means LinkedIn searches lower levels as well. Notice she is from the San Francisco Bay Area. When you start searching for people in a profession, LinkedIn also picks up on the location. So you are now not only are you searching by demographics, but also, by geographics.

A screenshot of a LinkedIn profile for a user named Melisa. The profile picture is a blurred image of a woman with long dark hair. The profile is labeled '3rd' and 'PREMIUM'. Melisa's title is 'Health and Wellness Coach' and she is located in 'San Francisco, California | Health, Wellness and Fitness'. Her current employer is 'Vida Health, Inc., Health Advocate'. Previous roles include 'On Board Experimental Marketing, Alli, Alliance of Action Sports, SweatGuru'. She has an education listed as 'University of California, Berkeley'. Below the profile are buttons for 'Connect' and 'Send a Message', and a dropdown arrow. To the right, it shows '484 connections'.

Next, we are going to see how many more people LinkedIn brought to us as a result of clicking on Melisa.

People Also Viewed



Jennifer

Lead Health Coach



Holly

Weight Loss Expert, Wellness Coach, Health Educator



Gina

Scientist who coaches people and streamlines lab operations & processes



Amy

Founder at Embrace Health & Nutrition



Nikki

Health Coach



Valerie

Work From Home Mom



Jamie

Certified Health Coach

Recognise any of these people? LinkedIn connects people by their title and location. That's why keywords are so important in writing your headline and summary.

Now LinkedIn is showing you how you are connected.

How You're Connected



You

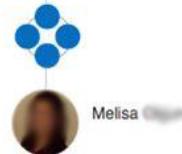


Dennis

Brian

Nate

225 more connections can introduce you to someone who knows Melisa



What are even more exciting are the 225 more connections to someone who knows Melisa.

Recognise any of these people? LinkedIn connects people by their title and location. That's why keywords are so important in writing your headline and summary.

Now LinkedIn is showing you how you are connected.

What do I have in common with Melisa?

**Location number 1 and Skills and Expertise number 2.
It is very important to fill out your profile completely.**



LinkedIn brings me people who are similar. It's like paying for leads or hiring a staff to find these people. In networking marketing, you could be looking all your life to find people this closely connected.

People Similar to Melisa



[Christina](#)  3rd

Inside Sales Representative at Build.com
[Connect](#)

This concludes the 7 ways to connect with people on LinkedIn. I hope these powerful illustrations will help you. When you start searching for people, LinkedIn Robotics kicks in to help you, so remember to utilize it fully.

Lastly, please spend time creating a relative profile and summary so these people can find you. Make them keyword rich. There are no penalties here for using keywords.

I invite you to be a 30minute millionaire member and I offer a 30minute consultation all free to help you in your journey.

'There is a better way and a better life waiting for you...make your time on social media count!' -Coach Gary

Chapter Take Aways:

1. Let Bot's (LinkedIn Robotics) do the work for you and connect you to your ideal prospect.
2. Your profile is the true magnet and true north...complete it fully!
3. Be aware of keywords when building your header and profile and use them a lot!

Assignment:

Complete your profile and use as many keywords as you reasonable can in your summary.

Conclusion

Nothing happens by just reading, you must implement. When I first started recruiting on LinkedIn it took me a few months to get the hang of it.

Keep in mind your primary objective is to build your connections to level one status, and in that process build a “know like and trust” relationship! Your mindset should always be on how you can help your new connection move their business forward.

Get to know your connections personally. After each new connection, make sure you send them a warm personal thank you note, asking them to tell you personal things about them. Here is an example; Tell me a little about yourself, the fun things you do, and of course about your business or passion?

This approach may seem slow and it might seem that it takes forever, but the reality is, when your new connections trust you, and when they know you have their best interest at heart, they will listen to you about anything. Some will even refer you others who might be interested in this opportunity. How your connections perceive you will be the difference of your success on LinkedIn.

I found wild success when I mapped out a plan of how many connections I would make on a daily basis. My first goal was 50 connections a day for 5 days and to fill my calendar with 25 phone appointments a week. It did not take long to fill my calendar. In fact, I became overwhelmed with appointments after about 3 months of 50 contacts a day.

Work on your phone conversations to get your new connection to open up to you. Asking questions about their lives and work, allowed me to know them personally, and this is how friendships were built. What worked for me

was a question, “Tell me everything about yourself you want me to know, and start with where you were born.” They would laugh and feel at ease with me. This one icebreaker made it fun and enjoyable.

Start your conversations with a fun question, and make them laugh and relax. When they do, they will tell you almost everything, what a riot! After they relax, they always ask me about my life and work. There is my chance to tell them about my passion and purpose. The fact that I had such a vision, captured their interest. Here is what I would say...

I have a vision like Steve Jobs! As Steve saw the iPhone and iPod as the future, I see Social Marketing as the future for any entrepreneur who wants to build a wildly successful business. Social Media Marketing allows anyone to build a strong client, customer, or a down line. Then, I share my journey and my successes. You will build the same success stories and social proof I did, and you will have their attention. Most of the people I talked with wanted my success, especially using social media.

Build your success stories and keep a journal of them. My stories turned into articles that turned into videos, and also turned into mini eBooks, and now, kindle best selling 30minute-millionaire series. People will gravitate to you and want what you have. I never sold them my opportunity, courses, books, or coaching programs. I simply shared my success stories. Your stories are your future, so build them, and keep a journal of them.

One of the greatest questions I would ask my new connection was this; “If you could snap your fingers, and have your perfect life, what would it look like?” The answers, or I should say stories, were amazing and exciting! People would paint me a vision of their new life and I loved to listen to them. Try asking a question like this and see if it works for you.

When people tell me their plates are full, and they are on overload, I would ask them this question,; “If you could snap your fingers, and have your

perfect calendar, what would it look like?” Amazing how heartfelt the answers were. They would tell me things like, spending more time with their children, or going on vacations, or traveling more, and even leaving their jobs.

Learn to ask these icebreaking questions and watch your new connection open up do you. When it is appropriate, you can transition you questions to asking them if they would want to change their situations. Be a solutions provider and problem solver!

I often threw out something like; “I hope this is appropriate, but based on what you just said, would you be open to looking at making extra income?” Very simple, yet so effective, when it comes to getting them to share their concerns and challenges. You become their friend and trusted advisor. Try these questions on your phone appointments and learn to sit back and listen.

Practice them over and over until they flow instinctively. You will not even think about them, and all of a sudden they just pop right out when the time is appropriate. This technique allowed me to sponsor at a very high rate.

In closing, keep in mind that your goal is to create trusting relationships, and to be able to help people with their goals and passions. Your opportunity now becomes the ANSWER or a SOLUTION, and not the high-pressure sales approach. Learn their dreams and pain, and I promise you, they will listen to anything you have to tell them.

I would be remiss if I need not share with you some options, for you to consider, in order to help on your journey with social media marketing. For those of you who are starting out, we do offer personal coaching at a very reasonable rate. Simply schedule a short 30minute millionaire consultation with me at my website <http://30minute-millionaire.com> to review the possibilities.

I do coach and mentor some of the highest income earners in the direct sales industry, and I have a complete package from website development to blogging, for those who want to take their game to the top income earner status. Schedule a 30minute millionaire free consultation at my website.

You can subscribe to my 30minute-millionaire membership where you will receive 30-minute social media marketing video classes, and a PDF sent to you weekly. This membership is absolutely free. <http://30minute-millionaire.com/membership>

Connect with me on most of the social media platforms; LinkedIn, Facebook, Twitter, YouTube, Google Plus, and Pinterest.

Coming soon! My course comes with 7 Fast Ways to Connect On LinkedIn, covers bonus materials for building your brand, brand message, SEO, profile, connection messages and social selling.
This is a powerhouse course for those who really want to put in high gear!



Don't Get Stuck! If you're personal sponsoring is down or you're not building loyal clients - Take advantage of this free offering. Schedule a 30minute-millionaire FREE CONSULTATION where I review your current business plan, challenges, goals and desired income, review your skills, and make recommendations with a plan of action.

<http://30minute-millionaire.com/consultation>

Contact me at gary@30minute-millionaire.com

Lastly send me your stories and I will post them on my blog and in my articles and books. Thank you for reading ***7 Fast Ways To Connect On LinkedIn.***

Gary Massari

Reviews

Joe Pelayo is a “who’s who” in the Recruiting World. CEO and Founder of Joseph Michaels International one of largest Executive Search Firms in America. Joe’s clients range from famous dotcom rockets to major Fortune 500 companies. Joe is in the top 1% of LinkedIn’s most connected members.

Joe’s review...

"Gary is one of the most high energy individuals I know. I love spending time with him, he is chalk full of great ideas. Gary gets it and he makes it simple to grow your LinkedIn network. I highly recommend this book to anyone who wants to advance their career or increase their network and their net worth! ***Seven fast ways to connect on LinkedIn*** will give the reader practical ideas to connect with VIP strategic contacts right now & valuable networking advise that will last a lifetime!"

Ken Varga a business owner, consultant, lecturer, author and highly acclaimed speaker. Ken is a very successful business person who has made wealth in 35 businesses either as an owner, co-owner, investor and/or consultant in diverse and exciting fields. He has started and developed a multilevel marketing firm, a national basketball franchise league, a national job search company, and was even the director of his own band. Very few have accomplished at the level Ken has achieved. Ken is my personal friend and mentor and my go to person when I need advice. Thank you Ken for a remarkable friendship. This is where Ken started me... <http://www.buildyourdownlinefast.com/>

Ken's review....

Very rarely in life does one come across information that will revolutionize the way they do business. Gary's new book "**7 Fast Ways to Connect On LinkedIn**" does exactly that. It shows you step by step how to capitalize on using LinkedIn to create more prospects than you ever dreamed of. I would highly recommend this book to anyone who wants to take their business to the next level. Don't wait. Do it now.

Kelly Bangert has made well over 8 million dollars in Network Marketing. He has achieved levels very few people achieve in record-breaking time. Kelly achieved the level of Double Diamond in two different direct sales companies. His passion, drive and desire to help others have propelled him to be one of the very best in the world.

Here is Kelly's review...

Gary is one of the hardest working individuals I know. His passion for helping others, educating them, creating for them is unmatched in his space. Gary is one of the very best in the world at growing a LinkedIn network and teaching others in very simple steps to be able to do the same. I highly recommend this book to anyone who wants to take their career and income to the next level. ***Seven fast ways to connect on LinkedIn*** will teach you exactly how to be a true professional on LinkedIn and stand out above and beyond the rest.

Jackie Christiansen, network marketing industry leader and Top Income earner in two different companies. Jackie has a passion for helping others succeed in MLM and masters the art and skill of building an international business through social media. She knows how crucial it is to use the unparalleled tool of social media and especially LinkedIn like few others do. Jackie was a National Body Building Champion, winning every contest she entered - in her 40's! Jackie's love for health changed my life as she was my personal health coach and started me on the path to eating healthy and clean...today after 30 pounds lost I can walk miles without pain. Thank you Jackie, I will always be grateful.

Jackie's review...

Gary has the vision, passion and drive to accomplish his mission like few I have ever known before. Through his ability to focus and fine tune what is the number one most important item in the sales process - leads - he is able to hone in on what is important and show and share with others how to be successful in sales, network marketing and the like. Gary not only finds it in his big heart to give away most all of his know-how and wisdom, but he even goes one step further than most; to give us the step-by-step instructions on the how-to of acquiring new prospects every day, if we want them! It's hard to keep up with this amazingly energetic and high-spirited coach, but I make it a priority because it is exciting and profitable to do so. I recommend you

follow Coach Gary's lead!

Linda Moore, Top Income Earner in several MLM's. Linda attracts top leaders to her sales organization and its no wonder; she now has one the fastest growing organizations and is unstoppable.

Linda's review...*7 Ways to Connect on LinkedIn*.

Such irony! Not only is Gary's eBook one of the best on the topic, but guess where we met? You are correct if you said LinkedIn. Gary has a special talent for truly connecting on LinkedIn. And, when I say, "connecting" I don't mean click, accept and forget. Gary reaches out to thank each connection for accepting a request as well as finding a personal way to engage and develop a relationship.

I've learned so much from Gary's mentoring over the past three years. His knowledge of the finer points of social media is extraordinary. Please, do yourself a favor and read *7 Ways to Connect on LinkedIn*. And, not just once but over and over again until you attain mastery. It will make all the difference in the level of success you attain in your chosen venture.

Gary, we're on the same team once again. Thank you! Thank you! I cannot wait to see how the New Year 2016 unfolds. Here's to our continued success!!

Lance Gordon has co-authored two best selling books on direct selling and inspired me to write books on my teachings. Lance reached the top levels in three direct selling companies and was on the Top Performers Council in a billion dollar networking company. He used these same selling skills to build one of the largest tax practices in the city where he lives.

Lance's review...

I have been successful in sales from insurance to network marketing for more than 30 years. I can't imagine what I could have done if I had Gary's book and mentoring program. The "leveraging power" this material provides could exponentially increase your productivity to limits you never thought possible.

My son was struggling as Business Account Manager at Verizon five years ago. He started using LinkedIn and today, he is the number one sales rep in the Midwest Region out of 250, and in the top three Nationally.

Dr. Dwight Lundell, author of best selling book, Cure For Heart Disease: Truth Will Save A Nation, and leading cardiovascular surgeon performing 5000 open heart surgeries. Co founder of Asantae Corp.

Dr. Lundell's review...

In today's world connecting is the key to getting your message heard, you, not the big channels have control. Gary shows you how to maximize your reach and influence with 7 FAST WAYS TO CONNECT ON LIKEDIN. Gary has been wildly successful and shares with you the secrets of success. Don't miss getting and using this powerful tool!

Don Gabor, best selling author of countless NY Times best sellers. After reading Don Gabor's book "How To Start A Conversation And Make Friends" years ago in Amway, I became one of the top sponsoring distributors in California. His book was magical and led to a 30 year success career of building million dollar companies and living a life style most people dream about. Thank you Don for writing such an amazing book and being my friend. It sits in my library as a true treasure!

Here is Don's review...

7 Fast Ways to Connect on LinkedIn by Gary Massari is a well-written, concise and accessible guide to unleashing the marketing power of LinkedIn. This fast read offers dozens of quick tips, techniques and step-by-step instructions that demystifies one of the most popular yet underutilized social media marketing tools. Anyone who wants to increase the number and quality of his or her business contacts can benefit from reading this little gem of a book.

Noah Markus, Top Leadership Coach, Trainer, Team builder and Entrepreneur. Legal and Identity Theft Protection Specialist.

Gary is an outstanding coach and personal mentor. He has helped me to achieve success in my businesses . He is very knowledgeable and willing to share his knowledge to help others to achieve world class results.

I have been receiving coaching and mentoring from Gary for a short period of time. By implementing a few simple techniques he showed me, and I have seen 2X growth in my business. I am a product of Gary's teachings and I highly recommend Gary's new book *7 Fast Ways To Connect On LinkedIn* for anyone who wants to build a client base or build a downline - this works!

Thanks you Gary!

Jin Koh, Industry and International Leader. Jin has built his down line to 10,000 members in 40 different countries.

Hello Everyone, been in the industry only a short 15 years. I have met some very interesting leaders in this industry here and around the world. It's an honor and a privilege to say something about this gentleman, his name is Gary Massari a friend, a leader, a coach mentor and also an author in the industry. He is always on fire, his excitement level and knowledge in this industry is incredible, out of this world. He

is skillful and updated a "Guru" with social media a can put some of the younger folks to shame. It's exciting and an honor working with him. I look forward to continuing this friendship, journey and learning from him in the network marketing business. I highly recommend his new book *7 Fast Ways To Connect On LinkedIn*.

Nicole Tucker, Entrepreneur, Top Selling Realtor, and Investor has made millions selling High Dollar Homes. Nicole runs a high-end real estate office in Danville, CA. with top producing agents. I had the privilege of working with Nicole in my real estate coaching days and witnessed her personal touch to building strong relationships and servicing her community. I watched her grow into a giant with love and respect from our community. Very proud to have this long friendship with such a high achiever.

***7 Fast Ways to Connect on LinkedIn* by Gary Massari** is an insightful, quick read for anyone that wants to harness the power of LinkedIn. The trade secrets are laid out in a simple step by step manner to help beginners and Internet aficionados alike. I have had the pleasure of working directly with Gary and love his enthusiasm and energy. Most of all, he walks the talk! He's personally taken the steps and experienced the exponential nature of connecting effectively on-line. In his book he provides all the trade secrets to fast track your social media marketing experience. I wish my friend every success". Nicole Tucker, Broker/Owner Tucker Associates Real Estate Services

Free 30minute millionaire membership

What is included in my 30minute millionaire membership?

1. Free weekly training on developing a successful home based business using social media
2. Free 30minute millionaire Top Tips
3. Free access to my weekly training webinars
4. Free 30minute Consultation
5. 50% discounts on all 30minute millionaire, courses, programs, coaching and website development
6. Free download of 30minute millionaire series books before they are published
7. Free social sharing from top income earners and coaches

30minute millionaire is about Learning social selling and social entrepreneurship using social etiquette. The student will learn branding, profiling, SEO, social connecting, social selling, CRM, and how to close to a service or product.

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